

THE  
**Publishers' Weekly**  
THE AMERICAN  
BOOK TRADE JOURNAL

With which is incorporated the American Literary Gazette and Publishers' Circular

[ESTABLISHED 1852]

F. LEYPOLDT, EDITOR AND PUBLISHER, 31 AND 32 PARK ROW, NEW YORK.

Entered at the Post-Office at New York, N. Y., as second-class matter.

VOL. XXV., No. 5.

NEW YORK, February 2, 1884.

WHOLE No. 627.

**JOHN MURPHY & CO.**

HAVE PUBLISHED:

**THE LAW OF HEREDITY,**

A Study of the Cause of Variation and the Origin of Living Organisms.

By W. K. BROOKS, Associate in Biology, Johns Hopkins University. 1 vol., 12mo, cloth, \$2.

WHAT THE PRESS SAYS OF IT.

*New York Times.*

"It is extremely probable that Mr. W. K. Brooks has discovered a highly important factor overlooked by Darwin. It is quite certain to make a stir, and stamps Mr. W. K. Brooks as a biologist of very extraordinary promise. His treatise is an honor to the Johns Hopkins University and cause for pride to the United States."

*New York Herald.*

"Mr. Brooks's little volume will command attention in scientific circles."

*American Naturalist, December, 1883, p. 1262.*

"This work is an elaborate attempt at a solution of the difficult problem of heredity, the author's theory being in a degree based upon Darwin's hypothesis of pangenesis. . . . The theory is carefully thought out, well presented, and the work is a contribution of permanent value to a most difficult and elusive topic in philosophical biology."

*Boston Post.*

"Prof. Brooks by this volume demonstrates his right to be assigned a position as one of the most original and most able scientific investigators in this country."

*The Critic.*

"Dr. Brooks has written a most entertaining book, and one of great originality and research. His theory of development in connection with Darwin's views upon the origin of species explains many biological questions which have been imperfectly understood."

*The Science Record.*

"We would cordially commend this work to all who are interested in the philosophy of biology, whether as special students or in a more general manner, for it is one of the most suggestive works which has appeared since the first publication of Darwin's 'Origin of Species.'"

*Buffalo Express.*

"This volume is a welcome addition to scientific literature, and deals exclusively, as indicated by its title, with the problem of inherited variation."

*Popular Science Monthly.*

"This work combines in a very unusual degree the two traits that are so rarely found to coexist in scientific books: it is both original and independent in its views, and is at the same time a most lucid and popular presentation of its subject. . . . There is more than plausibility, more even than probability, in this idea, and those who look critically into the evidence adduced by the author can hardly fail to recognize that he has seized upon an important principle in this field of investigation."

Circulars will be supplied to the Trade on application.

**JOHN MURPHY & CO., Publishers, Baltimore, Md.**

# NEW PUBLICATIONS.

**FEDORA ; or, The Tragedy in the Rue de la Paix.** Translated from the French of Adolphe BÉLOT. Illustrated. 12mo, cloth, 303 pages, \$1 ; 50 cents in paper.

A most original, powerful, and exciting French romance. Every character must have had its living model. For high dramatic action, intense and thrilling interest, and appalling climax, absolutely unsurpassed in modern fiction.

"It is a work which places its author at once among the most brilliant and powerful novelists of his time."—*Albany Sunday Press*.

"Since the appearance of 'Les Misérables,' nothing of French authorship has elicited such unstinted praise."—*Newark (N. J.) Call*.

"The story is highly exciting, and contains numerous love scenes peculiar to Paris. There is a strength of diction and brilliancy of rhetoric peculiar to the eminent French novelists."—*Newark Daily Journal*.

"As a detective story 'Fedora' deserves to rank with Poe's 'Murder of Marie Roget,' and Miss Harriet Prescott Spofford's 'In a Cellar.' It fully equals them in intricacy of plot and ingenuity of execution."—*Chicago Tribune*.

"The dramatization of 'Fedora' has created a furore in Paris, and is regarded as one of the gems of Madame Bernhardt's repertoire. It is thoroughly French, and those who desire to read of crime and debauchery will find an abundant feast in 'Fedora.'"—*Chicago Inter-Ocean*.

"The plot is remarkable in its dramatic handling, points of suspense, and in the art of baffling the reader. An inside view of the fast life in Paris, the courts of justice and the hidden ways of criminals, treated boldly and in full detail but without coarseness or exaggeration."—*Boston Globe*.

**WON AT WEST POINT: A Romance on the Hudson.** By "Fush." 12mo, cloth, 300 pages, \$1.25.

A charming American story, marked by brilliancy of style, keenness of satire, frolicsome wit, and mirth-provoking humor. Irreproachable in tone, suitable for parlor or boudoir, and just the story to banish the dreary monotony of "riding on the rail."

"The valley of the Hudson has been the scene of many a song and story, of legend and romance. This book makes a contribution, and a charming one, to the list. . . . The tale is told with great spirit, graphic coloring, and considerable humor. The interest is maintained to the last."—*Albany Sunday Express*.

This latest addition to native fiction literature is a witty, entertaining romance of the Hudson, with the great Military Academy as its turning-point. . . . 'Won at West Point' is a strong novel, and it can but please all classes of readers. It will be particularly interesting to those who have had experience at the Point. The novel is elegantly printed and handsomely bound."—*Troy (N. Y.) Evening Standard*.

"A hilarious sketch of the social life of cadets at West Point. . . . These chronicles of the cadets are jolly and life-like."—*Cincinnati Commercial Gazette*.

"A lively story, based on gay incidents at the National Academy, written by a graduate of the class of '81. . . . A pleasing insight is given to the interior of the School, with its workings, customs, jokes, and impositions. The book will be read with interest by a large class of readers."—*Indianapolis Daily Journal*.

**NEW COMMERCIAL MAP OF THE UNITED STATES AND CANADA,** Showing all the Counties, Railroads, and Principal Towns up to date. This comprehensive map embraces all the country from the Pacific Coast to Eastern New Brunswick, and as far north as the parallel of 52°, crossing Hudson's Bay. British Columbia; Manitoba, with its many settlements; and the line of the Canadian Pacific Railway, completed and under construction, are accurately and distinctly delineated. It extends so far south as to include Key West and more than half of the Republic of Mexico. It is eminently adapted both for school and office purposes, and in pocket form is an invaluable travelling companion.

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**THE WEST ; FROM THE CENSUS OF 1880.** A History of the Industrial, Commercial, Social, and Political Development of the States and Territories of the West from 1800 to 1880. By Robert P. Porter, Special Agent of the United States Census on Wealth, Debt, and Taxation; assisted by Henry Gannett, S.B. and E.M., Geographer and Special Agent of the Tenth Census, and William P. Jones, A.M., for six years United States Consul in China Corresponding Member of the American Geographical Society, and Corresponding Member of the Royal Asiatic Society. 630 pages, 8vo, cloth, \$3.

**NEW LARGE SCALE MAP OF INDIAN TERRITORY.** Size, 34 x 26 inches. Scale, 12 miles to 1 inch; pocket map, \$1; mounted on rollers, heavy paper, \$1.50; mounted on rollers, cloth back, \$2.50.

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## The Publishers' Weekly.

FEBRUARY 2, 1884.

## TERMS OF ADVERTISING.

One page.....	\$18 00
Half page.....	10 00
Quarter page.....	6 00
Eighth page.....	4 00
Per line.....	20

Special rates for yearly or other contracts.

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One year, postage prepaid.....	\$3 20
Three months, postage prepaid.....	1 00
Single copies, 8 cents; postpaid, 10 cents.	

Address P. O. Box 943, N. Y.

PUBLICATION OFFICE, 31 &amp; 32 PARK ROW, N. Y.

## REFERENCES.

Annual Summary Number, Jan. 26.  
 Educational Number, July 21.  
 Fall Announcement Number, Sept. 22.  
 Index to July Books, Aug. 12.—August Books, Sept. 8.—  
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 11, Aug. 18, Sept. 29, October 6, Oct. 27, Dec. 8, Dec. 22.  
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OWING to a laudable desire on the part of the publishers to make their lists of books published during 1883 as complete as possible for the "Annual Summary Number" of the WEEKLY, our printers found it impossible to handle the mass of material within the limited time. Hence the unusual lateness of that issue. We feel confident, however, that the completeness of the number will more than make up for the delay.

## NOTES IN SEASON.

JAMES POTT has published a cheaper edition of "The Natural Law in the Spiritual World," by Henry Drummond, which has been very highly praised.

CUPPLES, UPHAM & Co. have ready a timely little brochure, entitled "The War in Tongking, why the French are in Tong-King, and what they are doing there," by Lieut. Sidney A. Staunton, U. S. N.

ROBERTS BROS. publish this week "Vestigia," a novel, by George Fleming, author of "Kismet," etc., the title of which is a part of the Latin proverb, *Vestigia nulla retrorsum*—no steps back; "Treasure Island," by Robert Louis Stevenson, a story of pirates and the Spanish Main, with characteristic illustrations by F. T. Merrill; and "Old Lady Mary: A Story of the Seen and the Unseen," an exceedingly interesting sketch by the author of "A Little Pilgrim,"

which continues a subject that made that book so remarkable.

J. R. OSGOOD, & Co. have ready, "Portraits of Places," by Henry James, a series of papers on some of the most interesting localities in England, etc.; "Beatrix Randolph," by Julian Hawthorne, a novel of modern society and the stage; "Co-operative Housekeeping, How not to do it, and How to do it," by Melusina Fay Pierce, an interesting study on the present position of American women, and their future and more fitting place, with many suggestions as to ameliorating the daily household troubles; and of "A Compendious History of New England," by John Gorham Palfrey, a handsome new edition, revised and corrected, with a new and complete index.

D. APPLETON & Co. will publish next week the following batch of important books: in the *International Scientific Series*, "Fallacies: A View of Logic from the Practical Side," by Alfred Sidgwick, intended mainly for the general reader; the concluding volume in the *Home-Books*, on "Health at Home," by A. H. Guernsey and Dr. I. P. Davis; the concluding volume of the *Christian Literature Primers*, entitled "The Post-Nicene Latin Fathers;" a new revised edition in two twelvemo volumes of Dr. Cunningham Geikie's popular "Life of Christ," in the *Parchment series*, "English Comic Dramatists," selections from fourteen of the leading dramatists from Shakespeare to Sheridan, edited by Oswald Crawford; a "Hand-Book of Sanitary Information for Householders," containing facts about ventilation, drainage, care of contagious diseases, etc., by Dr. Roger S. Tracy, of the New York Health Department; "Pictures of English Society," containing forty illustrations from *London Punch*, by George du Maurier; "Rote Songs of the Normal Music Course, with Accompaniments for the Pianoforte," by John W. Tufts; and "Bryant Leaflets," selections from the poems of Byrant, for use in schools, homes, and libraries, compiled by Josephine Hodgdon.

D. LOTHROP & Co. have published "Echoes from Hospital and White House," by Anna L. Boyden, who gives a most interesting record of the labors of "Mother Pomroy" (Mrs. Rebecca R. Pomroy), a most efficient hospital nurse during the Civil War, and at one time a member of President Lincoln's family at the White House; "After-Thoughts of Foreign Travel in Holy Lands and Capital Cities," by Rev. Dr. S. H. McClester, an interesting narrative, with vivid descriptions of places and events; "The Hotel of God, and other Sermons," by Rev. J. E. Rankin, for the past fourteen years pastor of the First Congregational Church in Washington, D. C.; "Sunshine, Hanway, and Home," by Ellis Gray (Mrs. Lousia T. Cragin), author of "Long Ago," etc., a beautiful home story; "The Scripture Birthday-Book," a handsomely made volume, with numerous illustrations, containing selections from scripture for every day of the year; "Wide-Awake Pleasure-Book," with a handsome chromo board cover, and numerous illustrations; and "Side by Side," Pansy's latest volume. They have also just published "The Life of St. Paul," by D. H. Taylor, an attempt to present a picture of Paul and the many scenes through which he passed within such limits that every person may become familiar with at least an outline of that grand career.



## WEEKLY RECORD OF NEW PUBLICATIONS.\*

The abbreviations are usually self-explanatory. A colon after initial designates the most usual given name as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederic; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obli., nar., designate square, oblong, narrow books of these heights. Where figure instead of letter symbols are used, the record is from publisher's designation, and not measurement.

- \***American Surgical Assoc.** Transactions of the American Surgical Association. V. 1, ed. by J. Ewing Mears, M.D. Phil., P. Blakiston, Son & Co., 1884. 568 p. O. cl., \$3.50.
- \***Barrett, Mary.** William the Silent, and the Netherland war. Bost., D. Lothrop & Co., 1884. il. D. cl., \$1.50.
- \***Bascom, J.** The words of Christ as principles of personal and social growth. N. Y., G. P. Putnam's Sons, 1884. 220 p. D. cl., \$1.50.
- Burr, E. F., D.D.** Ecce terra; or, the hand of God in the earth. Phil., Presb. Bd. of Pub., [1884]. 320 p. D. cl., \$1.25.  
As in "Ecce coelum" the author endeavored to read and interpret some of the divine inscriptions on the sky, he aims in this volume to do a similar work for the earth. First assuming that there is a personal God that has given us the Christian Scriptures, he seeks "to show that the earth is thickly covered with a divine handwriting by showing, in a general way, that the hand of God is active in every event, and consequently in every earthly fact." His argument is illustrated by examples drawn freely from history, science and Scripture, as being parallel authorities.
- Du Boisgobey, Fortuné.** Was it a murder? or, who is the heir? (*Le bac*); from the French by A. D. H. Chic., Rand, McNally & Co., 1883. 341 p. D. cl., \$1.  
What appears as the accidental drowning of two elderly people, in the first chapter, is the incident upon which the whole plot of this somewhat sensational novel revolves. It is difficult to find witnesses to the drowning, and for a while suspicion attaches to a young man as the murderer. Then the right heir to the old couple's property can only be decided by knowing which one died first. The characters and scenes are French, and a good love story brightens up the many detective details.
- \***Duncan, J. Matthews, M.D.** On sterility in women: being the Gulstonian lectures, delivered in the Royal College of Physicians. Phil., P. Blakiston, Son & Co., 1884. 136 p. O. cl., \$2.
- Farrar, F. W., D.D.** A blessing and a curse: an address in Westminster Abbey, before the Church of England Temperance Society, Nov. 19, '83. N. Y., National Temp. Soc. and Pub. House, 1884. 12 p. D. pap., 5 c.
- Fletcher, Susan Willis.** Twelve months in an English prison. Bost., Lee & Shepard, 1884. 12+478 p. D. cl., \$1.50.  
The author of this volume, a noted spiritualist, was arrested in London in 1880 on the charge of having obtained jewels and clothing of considerable value from a lady, Mrs. Hart-Davies, by undue influences or false pretences. She was tried and found guilty and sentenced to a year's imprisonment in the Tothill Fields Prison, Westminster. She tells the whole story of her connection with Mrs. Hart-Davies and that of her imprisonment in this volume. The evidence appears to show her guiltless of the offence for which she suffered. To those interested in spiritualism the record of the spiritual phenomena of which she was the centre, both in her prison and all through her previous life, will be full of interest.
- Fulton, Justin D., D.D.** Is Romanism good enough for Romanists? N. Y., Funk & Wagnalls, 1883. 4+131-150 p. D. pap., 6 c.  
A sermon addressed to Roman Catholics.
- Gerhard, W. Paul.** Hints on the drainage and sewerage of dwellings. N. Y., W. T. Comstock, 1884. 9+302 p. il. D. cl., \$2.50.  
"This little work has grown out of a series of articles contributed by the author, under the pseudonym 'Hippocrates,' to the columns of *Building*. It has been the author's aim to give an account of the usual condition in which plumbing work done years ago—and some done quite recently—may be found, and also to give suggestions on the proper manner of doing the work. The title 'Hints' has been chosen purposely, for this little volume cannot, and does not pretend to be, an exhaustive treatise on the subject."—Preface.
- \***Gorgas, Ferdinand J. S., M.D.** Dental medicine: a manual of dental materia medica and therapeutics for students and practitioners. Phil., P. Blakiston, Son & Co., 1884. 315 p. O. cl., \$3.
- \***Gowers, W. R., M.D.** Diagnosis of diseases of the spinal cord. 3d ed. Phil., P. Blakiston, Son & Co., 1884. 92 p. il. and col. pl. O. cl., \$1.50.
- \***Griffiths, Arthur.** Chronicles of Newgate. N. Y., Scribner & Welford, 1884. 2 v., 483; 532 p. il. O. cl., \$15.
- Hartranft, Rufus C., comp.** The journal of Solomon Sidesplitter: a collection of witticisms. Phil., Pickwick & Co., 1884. 3-200 p. 1 il. D. cl., 75 c.  
Amusing sayings and anecdotes collected from the newspapers.
- \***Hutchinson, J., D.D.** Lectures chiefly expository on St. Paul's first and second epistle to the Thessalonians; with notes and illustrations. N. Y., Scribner & Welford, 1884. 369 p. O. cl., \$3.75.
- \***Hyde, Jas. T.** A new catechism or manual of instruction for students and other thoughtful inquirers; consisting of fifty-two questions on twelve topics, with full answers and notes: intended for a year's study. Chic., F. H. Revell, 1884. S. cl., \$1.
- International daily text-book,** 1884. Phil., American S. S. Union, [1884]. no paging, Fe. flex. cl., 15 c.
- \***Jones, H.** ["Cavendish," pseud.] The laws and principles of whist stated and explained, and its practice illustrated on an original system, by means of hands played completely through by "Cavendish." 14th ed., with new il. N. Y., Scribner & Welford, 1884. S. cl., \$2.
- \***Lindsay, T. M., D.D.** The gospel according to St. Mark; with introduction and notes. N. Y., Scribner & Welford, 1884. 272 p. maps, S. cl., \$1.
- Longfellow, H. W.** Studies in Longfellow; outlines for schools, conversation classes, and home study by W. C. Gannett. Bost., Houghton, Mifflin & Co., 1884. 46 p. S. (Riverside literature ser., no. 12.) pap., 15 c.
- Ludlow, Ja. M.** My Saint John. N. Y., Funk & Wagnalls, 1883. 44 p. sq. Tt. pap., 10 c.  
A pathetic and interesting story of a pastoral experience.

\* In this list, the titles generally are verbatim transcriptions (according to the rule of the American Library Association) from books received. Books not received are indicated by a prefixed asterisk, and this office cannot be held responsible for the correctness of their record. This list will be reprinted, verbatim, with all the notices of the books received, in the TRADE LIST ANNUAL.

\*Marie, Adrien. Une journée d'enfant : compositions inédites. Vingt planches en héliogravure de Dujardin. N. Y., J. W. Bouton, 1884. 8 p.+20 pl. F. cl., \$8.

Michener, E., M.D., Stubbs, J. H., M.D., [and others]. Hand-book of eclampsia : or, notes and cases of puerperal convulsions ; comprising all the cases which have occurred during the present century within a radius of several miles around Avondale, Chester Co., Pa., so far as can be ascertained. Phil., F. A. Davis, 1883. 3-68 p. T. cl., 75 c.

\*Mollett, J. W. Watteau. N. Y., Scribner & Welford, 1884. 10+85 p. S. (Illustrated biographies of great artists.) cl., \$1.

\*Naville, Ernest. Modern physics : studies, historical and philosophical : from the French by H. Downton. N. Y., Scribner & Welford, 1884. 324 p. D. cl., \$2.

Oliphant, Mrs. M. O. W. Hester : a story of contemporary life. N. Y., Harper, 1884. 94 p. Q. (Harper's Franklin sq. lib., no. 359.) pap., 20 c.

Life in a little English town with all its small cares and absence of excitement, its gossip and backbiting, is here portrayed. The story is too long to be described, but it offers a succession of remarkable character studies. The *Academy* says of the book : "She (Mrs. Oliphant) is at her best in 'Hester.' There, from first to last, she is the Mrs. Oliphant of 'Salem Chapel' and 'Miss Marjoribanks,'—an artist, that is, in portraiture and observation, an excellent humorist, a master of human character, and an adept in certain forms of human experience."

Reed, I. G., jr. Erring, yet noble : the story of a woman's life. [New issue.] Phil., T. B. Peterson & Bros., [1884]. 3-464 p. sq. D. cl., \$1.25 ; pap., 75 c.

A re-issue of "Erring, yet noble : a tale of and for women," published anonymously in 1865, by J. Bradburn, N. Y., and republished later, by Loring, under the author's name.

Ribot, Theodor. The diseases of the will ; from the French by J. Fitzgerald. N. Y., J. Fitzgerald, [1884]. 45 p. O. (Humboldt lib., no. 52.) pap., 15 c.

Robert Raikes libraries, V. 5, nos. 1 to 10. Phil., American Sunday-School Union, [1884]. ea. S. pap., 10 c.

Contents :—No. 1, Ready work for willing hands : or, the story of Comfort Allison, 3-316 p. ;—2, Uncle Jabez ; or, the teachings of adversity, 2-204 p. ;—3, Grace Dermott ; or, how to lighten heavy burdens, 4-198 p. ;—4, Pilgrim Street : a story of Manchester life, by the author of "Jessica's first prayer," 4-235 p. ;—5, Frank Harper ; or, the country boy in town, 5-159 p. ;—6, Annie Sherwood ; or, scenes at school, 3-160 p. ;—7, The collier boy : a story of Fern's Hollow, 4-196 p. ;—8, Grandfather Merrie ; or, the command and the promise, 6-142 p. ;—9, Augustus Hermann Francke ; or, the founding of the Orphanage at Halle, by Rev. E. Brown, 4-185 p. ;—10, Emblems from Eden, by the Rev. James Hamilton, 6-184 p.

\*Roosevelt, Rob. Barnwell. The game fish of the northern states and British provinces ; with an account of the salmon and sea-trout fisheries of Canada and New Brunswick, together with simple directions for tying artificial flies, etc. N. Y., The Orange Judd Co., 1884. D. cl., \$2.

\*Roosevelt, Rob. Barnwell. Superior fishing ; or, the striped bass, trout, black bass, and bluefish of the northern states. N. Y., The Orange Judd Co., 1884. D. cl., \$2.

Ruskin, J. St. Mark's rest : the history of Venice, written for the help of the few travellers who still care for her monuments. *People's ed.* N. Y., J. Wiley & Sons, 1884. 4+185 p. D. cl., 50 c.

Ruskin, J. Sesame and lilies : three lectures.

*People's ed.* N. Y., J. Wiley & Sons, 1884. 42+4-186 p. D. cl., 50 c.

Ruskin, J. Fors Clavigera : letters to the workmen and laborers of Great Britain. *New series.* Ashestiel. N. Y., J. Wiley & Sons, 1884. 34-56 p. D. pap., 10 c.

Ashestiel, of which Ruskin discourses, was the home of Sir Walter Scott before he removed to Abbotsford ; the paper relates to the scenery around it, the novels and poems Scott wrote here, and the effect the scenery had upon his work.

Ruskin, J. Fors Clavigera : letters to the workmen and laborers of Great Britain. *New series.* Dust of Gold. N. Y., J. Wiley & Sons, 1884. 20-33 p. D. pap., 10 c.

Written in answer to question aroused by one of the author's former papers. One question is, "What are plain girls to do?" whereupon follows much good advice about the beauty of cheerfulness, etc., etc. The second part of the paper refers to a correspondent's doubts on the subject of faithfulness in love, also treated in a former paper.

Seiss, Jos. A., D.D. Luther and the Reformation : the life-springs of our liberties. Phil., Porter & Coates, [1884]. 206 p. D. cl., \$1.

Besides a complete résumé of the life, character and work of the great reformer, Martin Luther, contains an account of Gustavus Adolphus, the great military hero, and of Axel Oxenstiern, his equally great prime minister, who played conspicuous parts in the wars in defence of Protestantism in Europe and in the planting of civil and religious freedom and toleration in this country, particularly Pennsylvania, prior to William Penn. and also an account of William Penn and the founding of Pennsylvania. These studies, which are popular in style, were made by Dr. Seiss in preparing a memorial address for Luther's 400th anniversary, and for discourses delivered in Phila., at the bi-centennial of the founding of Pennsylvania. Author of "A miracle in stone."

\*Smith, Eustace, M.D. The wasting diseases of infants and children. 4th ed., enl. Phil., P. Blakiston, Son & Co., 1884. 372 p. O. cl., \$3.

\*Taylor, O. H. Life of Paul. Bost., D. Lothrop & Co., 1884. il. D. cl., \$1.50.

Taggart, J. The new American poultry-book ; containing all the different varieties of fowls, with complete instructions. Phil., Crawford & Co., 1884. 103 p. il. D. pap., 25 c.

Contains instructions how to raise poultry, about the best layers and sitters, the best soils on which to keep them, how to feed, the management of layers and sitters, points of beauty, incubation, management of the mother, how to rear the chicks, etc. Also a dictionary of poultry terms. The author is proprietor of the Bellevue Poultry Farm, Richmond, Pa.

\*Taveau, A. L. Poems. N. Y., G. P. Putnam's Sons, 1884. 159 p. S. cl., \$1.25.

Thrum, T. G., comp. Hawaiian almanac and annual for 1884 : hand-book of information on matters relating to the Hawaiian Islands, original and selected, of value to merchants, planters, tourists, and others. Tenth year. Honolulu, H. I., T. G. Thrum, [1884]. 82 p. O. pap., 50 c.

Truth Seeker annual and free-thinker's almanac, 1884. N. Y., Truth Seeker Office, [1884]. 2+97 p. il. O. pap., 25 c.

United States. Department of the Interior. Census Office [Francis A. Walker and C. W. Seaton, Superintendents]. Report on the productions of agriculture as returned at the tenth census (June 1, 1880), embracing general statistics and monographs on cereal production, flour-milling, tobacco culture, manufacture and movement of tobacco, meat production. Compiled and published pursuant to acts of Congress approved March 3, 1879, April 20, 1880, and Aug. 7, 1882. Wash., D. C., Government Printing Office, 1883. 32+1149 p. maps, Q. cl.



**Weeks, Jos. D.** Report on the manufacture of glass. N. Y., David Williams, 1883. 8+114 p. Q. cl., \$2; pap., \$1.50.

This report was prepared for the U. S. Census Bureau. It only covers establishments in which glass is made, not those in which it is re-worked, and does not, therefore, include statistics of manufactories of painted or stained glass, mirrors, chemists' ware, etc. In cases, however, where the glass is re-worked in the same establishment in which it is made, as where rough plate is polished or glassware is engraved or decorated, the tables include the statistics of such re-working, it being regarded as only a part of the manufacture of glass in these works, or as having so close a relation as to make it practically impossible to separate the statistics. Gives also a history of glass-making in the U. S., an account of the present condition of glass making in Europe, and chapters on the composition, classification and

properties of glass, on sand, alkalies and other materials glass furnaces and pots, glass-working, some of the processes of glass-making, ancient and modern glass, etc.

**\*Whyte, Alex., D.D.** A commentary on the shorter catechism. N. Y., Scribner & Welford, 1884. 213 p. S. cl., \$1.

**Worman, Ja. H., and Monsanto, H. M.** First Spanish book after the natural or Pestalozzian method; for schools and home instruction. N. Y., A. S. Barnes & Co., [1884]. 2-96 p. il. D. (Worman's Chautauqua language ser.) bds., 40 c.

Prepared on the same plan as Prof. Worman's "First German book" and "First French book," and like them the outgrowth of school-room experience.

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		Weeks, Report on the manufacture of glass.....	\$2; 1.50

## The Publishers' Weekly.

FEBRUARY 2, 1884.

PUBLISHERS are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, to insure correctness in the final entry.

The trade are invited to send "Communications" to the editor on any topic of interest to the trade, and as to which an interchange of opinion is desirable. Also, matter for "Notes and Queries" gratefully received.  
In case of business changes, notification or card should be

*"Every man is a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help thereunto."*—LORD BACON.

THERE is no phase of the question of the demoralization of prices on which the PUBLISHERS' WEEKLY has not expressed its opinion. It cannot enter into the discussion without repeating itself; and it has learned the lesson, that any discussion in which those most vitally concerned take no part is unprofitable. So long as the publishers, under the present bazaar rule, willingly or passively submit to an ill use of their name and merchandise, so long admonition and argument are of no avail. And so long as the bazaars have the day, booksellers can expect no relief from the publishers. But we by no means believe in panic because of the epidemic. All epidemic diseases are self-limited. As said recently, we believe the reign of the bazaar will end in the same manner as all commercial bubbles and bonanzas that can thrive only at the expense of human greed and folly. We have no consoling word for the bookseller but the advice to "stick it out."

THE real bookbuyer—the lover of books, the student, the scholar, the man of culture—loathes the bazaar as he loathes sham in literature and gaudiness in binding. His wants you must study. Learn to distinguish between the values and the value of books. There are books that can be sold by the pound, by the yard, by the piece; there are books of the hour, of the day, of the season; there is the cheap print, the flashy cover, the pictorial sample-book. They have their certain uncertain values. Treat them with caution. But there are books "which are books," those books of value which cannot be handled like dry goods and sold in chromo-decked boxes like fancy soaps. A choice stock of the best books in the best editions, is the safest investment, and forms the strongest attraction in the book-store. Then you must keep yourself posted on the progress of literature and science and on the topics of the day, that you

may be able to post him who will thank you for the service. Do not wait until he comes to your store; send him word, send him a marked journal, or catalogue, or circular that contains anything that may interest him. He who learns to serve his customer intelligently and untiringly will win his confidence and secure his orders.

FINALLY, you must employ no cheap bazaar help! Engage young men of education; give them a good business training, and encourage the individual efforts of an ambitious and faithful salesman. Your only weapons against the "big fraud of the age," are intelligence, ability, industry, and perseverance. And let us not quite forget daily practice in the use of those conquering "small arms"—courteous manners! Bazaar-hunting women and bargain-seekers may allow cheap books to be flung at them by a girl discussing last night's dance with an equally rude and perhaps whistling clerk; but a good customer is, as a rule, willing to pay full price for good manners and patronize the firm where he is sure to meet with courtesy. Do not hope for any reform from without, but work it from within. Accept the lessons of the time. No "union of booksellers," no "resolutions" on paper, can turn business back into the old grooves. The base is changed, and needs another building. And we firmly believe that there is still some good foundation in the book trade, and that he who builds with foresight and earnest, honest work, will not find his house built upon sand.

THERE may be some wholesome truths in the communication representing a publisher's view. We approve of "the prescription," provided the publishers will, for once, openly admit that they cannot take care of their retail prices; but we should be sorry for the violent remedy. Could we accept, however, that sunny picture of Boston trade as cheerfully as we accept the not undeserved reproach! We happen to know the magic cause of the brilliant effect. We hope that some one who makes "a precarious livelihood" will show the other side of the picture. We feel sorely tempted to break our resolution, but are too grateful for the frankly-spoken word, and only wish that it may encourage others to speak out likewise. Yet we cannot resist asking a simple question: Would that one house have sold, *at retail*, the one hundred and seventy-five copies of a hundred-dollar set of books if that house had given the bazaars an opportunity to sell the set at \$67? Yet this, precisely, is the case in a nutshell.\*

\* Some points for this unexpected turn of the issue may be found in an editorial on "Subscription-Books," in the PUBLISHERS' WEEKLY, May 21, 1881.



## THE BOOKSELLERS' AND STATIONERS' PROVIDENT ASSOCIATION.

### REPORT OF THE MEETING OF THE PHILADELPHIA MEMBERS.

THE Philadelphia members of the Booksellers and Stationers' Provident Association met at E. Claxton & Co.'s, Tuesday evening, January 29. Mr. Ed. Meeks, the Philadelphia vice-president, was made chairman *pro tem.*, and Mr. Charles E. Butler, secretary *pro tem.* The meeting was then called to order by the chairman, who explained that the main object in calling the meeting was to create a more lively interest in securing a larger membership in Philadelphia, and to urge upon each member the duty he owes, as a member of the association, of making efforts to secure each year new additions. "We may not be able to perfect the plan we have in view in a single meeting," he said, "but we hope it may have its good effect, and that in time we shall see the Booksellers and Stationers' Provident Association grow and expand to the full measure of our desires and wishes. The association being yet in its infancy, and far less pretentious than some of our kindred organizations, has already begun to show its influence. We meet, therefore, this evening to exchange ideas on a subject which concerns every one of us, and if each shall secure one new member at least, between now and the annual meeting in June, Philadelphia can make a good report. The New York membership numbers now some 400, Philadelphia should have at least half that number."

The secretary read letters from Mr. Charles T. Dillingham, D. Pritchard, and J. A. Holden, all warmly indorsing the meeting, and hoping that the Philadelphia members would take up the matter and push earnestly for new members and increased interest in the association.

It was then proposed that the members form themselves into a permanent organization, elect officers, and meet from time to time, as might be agreed upon. After some discussion as to the object of the organization, and the advantages to arise therefrom, it was decided to form a permanent organization, which should be known as "The Philadelphia Branch of the Booksellers and Stationers' Provident Association." The following officers, to serve for one year, were elected by unanimous vote: Mr. Edward Meeks, with E. Claxton & Co., President; Mr. Charles E. Butler, of Charles E. Butler & Co., Secretary; and Mr. John H. May, with Porter & Coates, Treasurer.

Mr. J. W. Kelly, with the Central News Co., reported that he was hopeful of securing at least six new members.

Mr. F. P. Lovett, with the Central News Co., expressed his hopes of great success for the association, and thought it would be well for the Philadelphia members to appoint a physician who would visit any candidate for admission, and charge a uniform fee. This was agreed to, and Dr. Howard W. Long was selected, while at the same time any member should be at liberty to go to any physician in good standing.

Mr. J. H. May, with Porter & Coates, addressed the meeting as follows: "I feel extremely hopeful of the situation. We have a large field to work in, and one in which comparatively little has been done. The time would now seem the

most propitious for our success, and I feel assured that if all the members will but take the interest they ought in the matter, much good will come of it. The amount of insurance thus far is small, but I can cite many instances where it has been of great assistance to those who have been left in distress by the death of those upon whom they depended. By our united effort, we can greatly increase the fund, and thus make our organization what it was intended to be—one of great usefulness and a blessing to those in distress. This association has also another purpose, namely, to bring us together socially. Instead of being strangers, known to each other by name only, we here meet as friends and acquaintances, glad to meet each other, knowing that the spirit of generous rivalry is set aside, and that we are all working for one common aim, one common purpose, and a noble one, the care of those we leave behind us."

Mr. Kelly, with the Central News Co., then proposed the appointment of a local committee of three for the purpose of visiting all establishments within the limits of the association, to solicit membership and make the object of the association generally known. This brought about an interesting discussion, in which nearly all the members joined. It was finally agreed to, and Mr. D. N. Morrison, with J. B. Lippincott & Co., Mr. F. B. Lovett, with the Central News Co., and Mr. H. N. Claxton, were unanimously elected to serve on the committee.

Mr. H. N. Claxton, in accepting the nomination, spoke earnestly of his hope that his efforts would be successful, and promised his best efforts in behalf of the association. He thanked the members for the confidence placed in him, and with the rest, he hoped for a great success in the future. Mr. D. N. Morrison and F. B. Lovett promised to do all they could in the matter, expressing at the same time their feeling of responsibility, and hoping that the combined efforts of the committee would eventually stir up so great an interest in the trade, that by the next meeting the present membership may be increased an hundredfold.

Mr. Charles E. Butler, of Charles E. Butler & Co., called the attention of the members to the fact that this was the first meeting ever held in Philadelphia by the members of the Booksellers and Stationers' Provident Association, and that this meeting was somewhat informal, and called more for the purpose of organization and bringing the members together, thus making them personally acquainted, than for the transaction of any important business.

The motion was made and carried that the association meet every three months, on the Monday previous to the Wednesday meeting of the New York Board, so that the report of the association could then be presented and read.

The hour for adjournment having arrived, and nothing of special interest being before the meeting, it was decided to adjourn. Mr. Charles E. Butler then proposed that the thanks of the association be tendered to Messrs. E. Claxton & Co. for their courtesy in allowing them the use of their establishment to meet in, and also to express their appreciation of the kindly interest taken by the firm, both collectively and individually, in the welfare of the association. This was unanimously agreed to. The meeting then adjourned to Monday evening, March 24.



## COMMUNICATIONS.

## THE QUESTION OF RETAIL PRICE.

## A PUBLISHER'S VIEW.

BOSTON, January 18, 1884.

*Editor Publishers' Weekly.*

DEAR SIR: In answer to the communication headed "Information Wanted" I would say that the pessimistic tone is certainly not warranted by the condition of the book trade in Boston. I will venture to state that the retail book trade in Boston for the past year has never been equalled in any year of its history. I do not refer to the bazaar trade, but solely to the legitimate book trade. It seems to me that it is hardly the time to take the ground that the retail book trade has gone to the dogs at a time when one house has sold *at retail* in advance of publication, one hundred and seventy five copies of a hundred dollar set of books within four months. This is a fact which I can vouch for of my own personal knowledge.

What I consider to be the chief thing lacking in the book trade is the enterprise of the local dealer. He allows a large proportion of all the good books to be sold by book canvassers, simply because he will not move out of his beaten track to get customers for the best books. While the bulk of retailers are making a precarious livelihood in selling stationery, toys, and Yankee notions, enterprising book canvassers are earning from five thousand to twenty thousand dollars per annum upon the sale of standard works, such as Guizot's "History of France," "Encyclopædia Britannica," and others of this class. It is all very fine for people to indulge in slurs and flings at book canvassers, but it is a literal fact that they are doing the bulk of the book trade of the country at the present time, simply because they show enterprise and determination in their calling. It may be news to many that the despised canvasser earns the magnificent income indicated above, but it is strictly true. Those who do so are of course exceptional persons, but a large proportion of the canvassers who make a less income than this actually earn, without the investment of capital, more than the average bookseller, who has a stock of books and money invested in them.

It is unquestionably true that the bazaar trade has weakened the local bookseller outside of the great centres; but that it has reduced the sales of retailers in large cities I do not believe.

My prescription for the cure of underselling is and always has been this: To abolish the retail price of books altogether; and this would, of course, involve the abandonment of the system of publishers sending their books by mail to distant customers, thereby giving the local dealer a better opportunity to supply the local trade.

It is manifestly absurd that a dealer in California or Oregon should sell a book at the same price that one does in New York or Boston. The former pays a freight of four to six cents per pound, and other large expenses which the Eastern dealer does not have.

If each dealer fixes his price in proportion to his location and competition, it will simply result in the "survival of the fittest," and any attempt by combination, or by the dictation of any one or more publishers, to do anything more than this, is simply equivalent to an attempt to make water run up hill.

Yours respectfully,

DANA ESTES.

## SOME BOOKSELLERS' VIEWS.

WHEELING, W. VA., January 16, 1884.

*Editor Publishers' Weekly.*

FRIEND "WEEKLY:" In your issue of the 12th inst. we were much interested in the communications from "A. D. F. R." and others on the subject of bookselling, and whether it shall exist as a separate business or be merged into dry goods or notion stores, just as now coffee or sugar belong to the grocery trade and are not made distinct lines of business in themselves.

That is what it amounts to. We are inclined to the belief in the "survival of the fittest," and suppose "general stores" will be the proper and natural successors to the book-store if they succeed in destroying them. Yet we must own to a feeling of rebellion against a fate that brings about such a result, and hope to help in at least a last effort which will fix our *status*, and either make retail booksellers men or mice. We heartily indorse the reduction of the retail price and retailer's discount, and cannot see why, with proper effort, it may not become a fixed fact. Our trade has not become so badly demoralized as that in larger and more "literary" places; yet we see that it is only a question of time, as one dry goods house has a line of bound books for the holiday trade as well as the cheap sets of standard authors.

We find some complaint against the Boston publisher who filled up the trade with the leading juvenile board book at 67 c., and then to accommodate his friends in the dry goods business, who wanted books one month in the year, brought out an edition for 46 c. But the same house "drums" our customers with a catalogue of "special" sales (lasting usually twelve months in the year), which quotes as low prices and long discounts as we can hope for.

Another "*New York Jobbing House*" sends special *net* price-lists of trade-sale books to small country libraries, who want perhaps fifty dollars' worth of books. And this from "*The Jobbing House*!" Now it may be that the demoralized condition of trade (and perhaps of finances), makes it necessary for these houses to do this kind of business, but we submit that if the retail price was reduced, together with the discount, to a fair legitimate profit, that the great temptation would be removed that leads bazaars, etc., to invest; and the bait with which *their* customer is caught would be entirely exhausted.

Thus this class would leave the field, and soon the well-stocked *legitimate* book-store would attract and hold all the local trade, which would now have no inducement or opportunity to consult "special sale catalogues."

We vote every time for reduced prices and profits, or at least of those delusive ones that appear in the columns of the Trade List Annual.

Pass the word around and let us hear from the publishers!

Yours respectfully,

F. STANTON.

*To the Editor of the Publishers' Weekly.*

SIR: Will you kindly permit me, through the medium of your valuable journal, to address a few words to the book trade on the threatened death to its interests in the present alliance with jobbers in dry goods and Yankee notions? In all that concerns the weal of the trade you have ever taken an active interest, but it does not seem to me that the matter I purpose to touch upon has received that attention in your columns that its importance deserves.

It is manifest that the taking hold of the book business by the dry goods and notion trade is doing it more harm than anything it has yet encountered. The business of the bookseller is, or ought to be, his own business, and not that of another; and for the dry goods dealer to encroach upon and swallow it up is as unfair as would be the stationer's taking up any department of trade that came within the province of the dry goods man and slaughtering it. Upon what unhallowed days have we fallen! In the good old times, when the Trade Sales were in full blast, and the book business was in the hands of the legitimate dealer, bookselling was conserved and men following the trade could earn a living. Publishers did not then sell to the jobber in dry goods; the Trade Sales sold books only to men in the book trade, and would refuse to take bids from any one who was not a regular book-dealer. It is a significant fact that the dry goods trade took hold of books at the period when many of the leading publishers withdrew their invoices from the Trade Sales. To-day, these publishers, or many of them at least, are loading the dry goods stores with their books, and are loud in asserting that they do not contribute to any Trade Sales.

Now this is both unwise and impolitic, and publishers will find out that they cannot thus destroy the trade of the legitimate dealer and yet expect him to handle their best books. If the publisher has stock he finds "slow," and desires to slaughter, let him give the bookseller a chance; by all means, let him *not* go out of the trade. For the disposal of fag ends of stock, as well as for substantial sales of what is new and fresh, the "trade sales" afford the best machinery; and by this agency is the surplus stock of publishers sold in England and Germany. In no country but in this will you find dry goods and notion stores making a leading feature of books. If the practice is to be indulged in of selling stock in this illegitimate way, nothing but evil will come of it. Unless something is done to check the trade and bring it back to the bookseller's hands, it will bring ruinous consequences upon the publishers and have a most disastrous effect on what ought to be the most respectable and honorable vocation—that of

A BOOKSELLER.

BROADWAY, NEW YORK, Jan. 25, 1884.

NEW YORK, Jan. 17, 1884.

*Editor Publishers' Weekly.*

A. D. F. R.'s communication to the PUBLISHERS' WEEKLY is a very pertinent one. The remedy he suggests might prove a curative to the broken-down condition of the book trade, but it seems to me that the remedy does not consist in short discounts alone, nor with the publishers collectively, but with the publishers *individually*. Every one admits that the dry goods shops that use books to advertise their other business are ruining the legitimate book trade by selling goods at about cost or less; but these dry goods shops buy their books at better terms than the regular bookseller because they can "work off" a larger quantity. The competition thus engendered forces the bookseller to lower his rates to meet this competition, and when one does, the rest must follow.

Primarily this competition begins with the publisher. He publishes a line of popular books, and one of the big bazaars takes a big lot, and the wholesale price is specially reduced for the pur-

pose. The bazaar shop, only requiring the books for advertisement, sells them at about cost, and generally considerably less than the publisher will sell to the bookseller. If the bookseller protests, as individually I have frequently done, he is told that if he, Brown, the publisher, declines to sell to the bazaar, that his rival, Smith, the publisher, will, and the consequence is that, neither having the courage to say NO, the bazaar shop breaks down the prices of the publisher and kills off the bookseller. Now, if the publisher should possess the firmness to decline selling to the bazaar-shop (which he hasn't), the jobber takes his place, and the slaughter goes on. It seems to me that, in the first place, the publisher should make agreements with the jobber as to the prices at which books should be sold and to whom, and secondly that the publisher will learn to say NO, which is a harder thing than the other. This would materially help matters. But as long as there is a lot of book manufacturers, who sell books the same as shoes, I don't think there is much chance of an abatement of the trouble now existing.

W. R. J.

MEMPHIS, TENN., Jan. 15, 1884.

*Editor Publishers' Weekly.*

THE firm of ———, of Chicago, have a branch here in the dry goods store of ———, where they *retail* their own publications at 30 per cent to 50 per cent discount, and other publishers in proportion, ———, ———, and ——— being their favorite ones. Can't you suggest some way, by uniform agreement of dealers, to avoid this? Should *all* dealers refuse to purchase from them or those who trade for their books an end could be put to it. As they are now branching into every city of importance, it is only a question of time for retail prices to be a thing of the past.

*To the Editor of the Publishers' Weekly.*

SIR: Your hearty interest in all that appertains to the well-being of the book trade assures me that you will readily give space to a brief letter on the tendency of the book business of the country to fall into the hands of dealers in dry goods, millinery, and Yankee notions, to the consequent degradation of bookselling and the ruin of the legitimate book trade.

No doubt the enterprise of the owners of these novelty stores and miscellaneous bazaars is to be commended; and as a matter of convenience in shopping it is certainly handy for women and afternoon saunterers to pick up all the odds and ends one wants, or imagines one wants, under a common roof. To a bookseller of the old school, however, who respects literature and who has a pride in his trade, this "counter" book business at a mammoth toy-shop and general slaughter-market is a melancholy spectacle, which proves the demoralization of the modern publishing trade and the woful degeneracy of the present race of booksellers.

There was a time when the book business was a respectable and honorable calling, when educated men, of good literary tastes and a wide acquaintance with authors and their works, pursued a lucrative trade, and were the useful allies of students and literary men. Nowadays "we have changed all that." Literature has been degraded from its place, and in its room we have piles of printed stuff, gaudily tricked out in the worst of the printer's, the lithographer's, and the binder's art, to sell "at slaughter-prices,"



as so much table ornament and book-shelf furniture.

Perhaps the trade, in some measure, has itself to blame for this decadence. The absence of international literary copyright, and the license every book-puddler has taken to himself in making books, are no doubt factors in producing the demoralization of the trade that exists to-day. In the rage for cheapness we have sacrificed everything for slop, and a dainty bit of book-making is like a jewel in the swine's snout. As a consequence of this literary levelling, everything and every one have suffered. The commerce of literature is no longer what it was; the courtesies of the trade are now not known; the trade sales have fallen into disuse; and our gatherings of publishers and retailers, and the common interests that bound them, have all disappeared. Ichabod: the glory has departed!

What is the remedy, and how and wherein shall we return to our former estate, and restore the book trade to its legitimate professors? These questions, sir, I leave you and other thoughtful men in the trade to answer, promising myself, when my brothers in the business shall have been heard from, to contribute something on the points at an early day.

Respectfully yours,

G. MERCER ADAM.

NEW YORK, Jan. 26, 1884.

INDIANAPOLIS, Jan. 12, 1884.

Editor Publishers' Weekly.

JUST before Christmas one of the large dry goods stores in this city opened its doors to receive a large invoice of *books* of various kinds, miscellaneous and juvenile—*on sale*—which it advertised largely and sold at *less than wholesale prices*. The dry goods store made nothing by it but advertisement, while the legitimate book trade suffered for it. This fact aroused the indignation of a woman, who wrote the article headed "Live and Let Live" which I send you to-day. If you think it worth publishing, do so; if not, throw it in the waste-basket and there will be no harm done.

C. D. M.

"LIVE AND LET LIVE."

Any one who, just before our recent holiday week, may have taken a look into the gay shop-windows of our dry goods stores, must have observed that in each succeeding year these establishments appear to be more and more extending their boundary lines of trade, no longer confining themselves, as in former times, to the list of attractions properly belonging to the staple resources of dry goods merchandise. It would be too long a task to make a complete enumeration of the many varieties gathered together and spread out for inspection, all claiming to be *great bargains*—shoes, cheaper than shoe-dealers can afford, toys cheaper than any bazaar can show, ornaments, hats, and bric-à-brac trifles; besides, even books, music, and pictures in profusion "at *lower prices* than anywhere else;" tempting many to buy who would otherwise go to the regular shoe-dealer for shoes, to the notion stores for fancy articles, and for books, pictures, and music to the special establishments where literature and works of art and music are fitly, and with great pains and taste, set forth to claim the notice of those who are able to buy. In the prominent retail dry goods houses, this *omnium gatherum* institution is perhaps gaining ground

in all our cities, but there is surely no justice nor dignity in it! In the early settlement of every town, and of course everywhere in the rural districts, all goods must needs be sold under the one roof of "the country store;" but as civilization advances and the towns grow into cities, each craft and branch of business takes *pride* in a separate maintenance. This propriety of city life should be perpetuated and no irregularity allowed that would carry our system of *shopping* back to first principles again. It is true that men have a *right* to fill up their counters as they please, and to live by a catch-penny spirit of monopoly, if they will, rather than by the silver rule to live and let live, but we will try to show that this practice is not only ungenerous but *inconsistent* in every respect. It cannot be denied that our stately dry goods "temples of fashion" rank themselves very much above the primitive cross-roads store houses, where prints and boots and fish and cheese and hose and hardware are all, as it were, shaken up in a bag together! We need not despise their system either, for there is no help for it. But how does this *general accommodation* principle look, mixed up with *metropolitan* red tape decorum? So far it has been confined principally to the fashionable dry goods market, but let us reverse the proceeding and suppose some mammoth shoe-dealer arraying in his shop window a great line of "the cheapest hosiery and gloves in the city"! Or the booksellers and picture men at Christmas time offering "job lots" of furs, confections, figs and raisins! Would not *everybody* say, "These gentlemen are compromising their dignity, absolutely *degrading* their specified calling?" Suppose *all* trades would rush recklessly into this practice, would it not make a regular pandemonium of angry feeling in all business competitions? Let us try to show, for instance, how it interferes with and tries the patience of the bookseller, whose stock is *selected* to meet the wants of an educated community. He provides every variety of reading matter, all from the standard publishing houses, for such prices as "books that *are* books" are *really* worth, whereas, the volumes we find on dry goods counters in glowing variety are suited to the tastes of bargain-hunters, who judge of a book, as of everything else, by its color and proportionate size and weight for the money. For this class the conscientious dry goods merchant may provide an all-sufficient variety of second and third rate *fancy* wearables, and no one could blame him for seeking to enlarge *the attractions* of his stock as Christmas time approaches. Nothing sells off more rapidly than cheap personal *adornments*—perhaps too at a better profit to the salesman than any collection of cheap literary merchandise. Indeed we understand that all this extraneous Christmas stock is "no source of profit to those who sell them," so why should they *to no purpose* interfere with other crafts, making enemies or at least ill-will for *nothing*?

The laws of society demand fair play; and "professional etiquette" should be a matter of importance, as well in the industrial ranks as in the learned professions.

Let any one propose to an honorable physician or attorney some measure that might involve injustice or mortification to a brother doctor or lawyer; it might be a proposal that would seem to the client a *special advantage* to his adviser; but never will the latter, if he values

his reputation and integrity, consent to violate any law of *courtesy* that is based on the *general* welfare of the fraternity. This is high principle, this is what it is to  
LIVE AND LET LIVE.

#### ENGLISH PUBLISHERS AND AMERICAN BOOKS.

IN reply to the remarks of the London *Academy* on the reprinting of "Don't," quoted in our last issue, Messrs. Field & Tuer write to the *Academy* as follows:

"Ye Leadenhalle Presse: Jan. 5, 1884.

"In to-day's *Academy* you ask how much the author of that amusing American manual of manners, 'Don't,' will receive from us as his share of the profit on our reprint. The answer is, nothing. The book is the property of Messrs. Appleton, of New York, who took our 'English as She is Spoke,' and we have received from them 'Don't' as a set-off. Let us do Messrs. Griffith & Farran the justice to say that they voluntarily stated to us their intention of sending a share of the profits (which cannot amount to much) on their reprint of this little book to the American publishers. In future the shilling vellum-parchment series of books, owned respectively by Messrs. Appleton and ourselves, will be issued by special arrangement simultaneously in London and New York, which, as an English copyright of an American book can thus be secured, will, on this side of the water at any rate, put an end to piracy.

"FIELD & TUER."

To which the editor of the *Academy* adds the following note:

["Piracy" is a question-begging appellative. For the present purpose, let us call it "reprinting without consent of the owner of copyright." How simultaneous publication will prevent this we fail to see. It is simply equivalent to the old plan of advance sheets. It is true that English copyright in an American book may be secured by means of *prior* publication in the United Kingdom, if, *in addition*, the American author be resident (for however short a moment of contemporary time) on British soil. But no method has yet been devised by which an American copyright can be obtained by an English author. We would not be misunderstood. All "arrangements" between English and American authors are to be commended; but they are a poor substitute for international copyright.]

#### NOTES ON AUTHORS.

MR. WALTER BESANT is writing a new story, entitled "Julia," for *The English Illustrated Magazine*.

REV. E. P. ROE has begun work upon a serial which will appear in the *Century* during the present year.

MR. BLAINE'S forthcoming work, we understand, is now completed and in the hands of the printer. It will be entitled "Twenty Years of Congress."

WILLIAM A. WILKINS, author of the political novel, "The Cleverdale Mystery," has nearly ready for press another novel. It will deal with salient phases of city life. The heroine is a metropolitan saleswoman.

#### LITERARY AND TRADE NOTES.

CUPPLES, UPHAM & Co. have in press "Boating Trips on New England Rivers," by H. Parker Fellows.

TWO new editions of Bulwer's novels are announced—one by George Routledge & Sons, the other by R. Worthington.

ROBERT CLARKE & Co. have published a series of "Writing Exercises for gaining Speed in Phonography, adapted to all Styles," by Elias Longley. The price is 15 cents.

DODD, MEAD & Co. will shortly publish a life of Keats, edited by Mr. John Gilmer Speed, lately of the New York *World* staff, who is a grandson of the poet's brother George.

FUNK & WAGNALLS announce an *American Authors* series, to be issued in their *Standard Library* this year. It will contain new novels by George P. Lathrop, E. E. Hale, Julian Hawthorne, John Habberton, and Joaquin Miller.

THE first volume of Estes & Lauriat's complete edition of Carlyle's works will be ready this month, and thereafter the edition will be issued at the rate of two volumes a month. All but twenty of three hundred and fifty sets are already subscribed for.

C. A. M. FENNELL, 8 Fitzwilliam Street, Cambridge, England, invites voluntary contributions from America to the "Stanford Dictionary of Anglicized Words and Phrases," which is to be published at the Cambridge University Press under his editorship.

HON. ALONZO B. CORNELL, late Governor of the State of New York, is writing the "Life of Ezra Cornell," his father, the founder of Cornell University. The edition will be limited. A. S. Barnes & Co. will be the publishers. The price has been fixed at \$2.

MATTHEWS, NORTHRUP & Co., of Buffalo, N. Y., have sent us a handsomely illustrated pamphlet, entitled "A Temple of the Art Preservative of all Arts," describing their extensive printing house. The pamphlet is noteworthy in that it is a specimen of fine printing.

R. WORTHINGTON offers for sale the library of F. Broughton, late General Agent of the Great Western R. R. of Canada. This library, consisting exclusively of works relating to railroads and railroading, was selected with great care, and is probably the most extensive railroad library in the country.

CARLTON MCCARTHY & Co., Richmond, Va., inform us that new editions of "No. 40: A Romance of Fortress Monroe," and of "Soldier Life in the Army of Northern Virginia," are now preparing and will be ready shortly. The latter has reached its fourth thousand; the first edition of "No. 40" lasted only ten days.

RAND, McNALLY & Co., Chicago, have published a fine commercial map of the United States and Canada, showing all the counties, railroads, and principal towns up to date. It is 58x41 inches, and may be had in pocketable size and mounted on rollers. They have also ready a new large scale map of Indian Territory, size 34x26 inches, scale, 12 miles to the inch. It may also be had in pocket form and mounted on rollers.

THE memoir of Thurlow Weed, by his grandson, Thurlow Weed Barnes, is now passing through the press and will be issued in the first week of February. It is designed to supplement



the autobiography of Mr. Weed, which appeared a few months ago, being devoted largely to the period between 1840 and 1882. One of its most interesting features will consist of letters never before printed from Clay, Webster, Lincoln, Seward, and others.

GINN, HEATH & CO. have nearly ready "A Manual for the Study of Latin Grammar," by E. T. Tomlinson, Head Master of Rutgers College Grammar School; "Memory Gems," by W. H. Lambert, late Supt. of Malden (Mass.) Schools, being selections for scholars to memorize; "A Sanskrit Reader, with Vocabulary and Notes," by Prof. Charles R. Lanman, of Harvard; also "Stories of the Old World," by Rev. Alfred J. Church, and Scott's "Quentin Durward," edited by Charlotte M. Yonge, both in their *Classics for Children*, abridged for use in the public schools.

CHARLES SCRIBNER'S SONS have in preparation, in addition to the volumes already announced, a new and revised edition of the complete works of Dean Stanley, to be printed from new plates and published at a popular price; an important book by Professor Arnold Guyot, entitled "Creation; or, The Biblical Cosmogony in the Light of Modern Science;" "The Question of Ships," a monograph on the development of American commerce, by Lieut. J. D. J. Kelley, U. S. N.; and two new volumes in the new edition of Donald G. Mitchell's works—"Dr. Johns," and "Bound Together, a Sheaf of Papers," a new collection of essays.

F. H. REVELL, of Chicago, announces an interesting book on children's meetings by Miss Lucy J. Rider, a most successful worker for children. It will comprise a general survey of the field, a large number of illustrated talks for children, with outlines for use upon the blackboard, and twenty pages of choice music for younger children. Mr. Revell will publish on the 1st of March next a new book by the evangelist D. L. Moody, to be entitled "The Way to God and How to Find It." It will be uniform with the other books which have done scarcely less than his spoken words to bring about his wonderful popularity. The new book treats of what is required to enter the Christian life.

A. D. F. RANDOLPH & CO. announce as in preparation for publication in May, 1884, Dr. Mombert's edition of "Tyndale's Pentateuch" of 1530, now for the first time reprinted in separate form, collated with the edition of 1534, in the Baptist College, Bristol, England, with "Matthew's Bible" of 1537, the "Biblia" of Stephanus of 1528, and Luther's "Pentateuch" of 1523. This edition is further enriched by the Marginal Notes of Luther and John Rogers, as a contemporary commentary, and Prolegomena by Dr. Mombert. The publishers state that "the English copy at Bristol excepted, the Lenox Library has furnished the whole of the rare apparatus used in the production of this work, the first of the kind published in America, and designed to make Tyndale accessible to Bible-readers, to fix the text of the first English translation of the Hebrew Pentateuch, to establish its relation to the Latin and German Versions, and to enrich the Philology of the language by a copious vocabulary of English in the first third of the sixteenth century."

THE BOOK-FELLOW'S CLUB.—The following information is given by the "Lounger," in the *Critic*: "I have received a number of inquiries as to the nature of the Book-Fellow's Club, of

which I spoke some few weeks ago. In reply to C. E. P., of London, and others, I may say that this club is not a formal organization. It has no officers and no by-laws. A few book-lovers meet together at irregular times, and some one of their number suggests the publication, in a style of their own, of a certain book. If the suggestion finds favor, the members subscribe the money and take up the edition among themselves. Rarely can one of their books be found on sale. I see one down in Mr. Combs's catalogue—Mr. Locker's 'London Lyrics,' marked \$12. The next publications of the Book-Fellows will be, I believe, the *vers de société* of Mr. E. C. Stedman and Mr. Andrew Lang."

THE publication in America of a new and fine edition of "The Letters and Poems of John Keats," says *The Dial*, "has given rise to a controversy regarding the genuineness of a number of letters, now for the first time in print. The letters purport to have been written by the poet to his brother George, who emigrated to the United States in 1818, and settled in Louisville, Kentucky, where he died, leaving the letters to his daughter, the mother of Mr. Speed, who now furnishes them for publication. The London *Athenaeum* has questioned the authenticity of these new letters, rather hastily it appears; and the publishers (Dodd, Mead & Co.) have apparently made good their claim of genuineness. The edition, which is a limited one, is in three volumes, printed with much elegance. It contains portraits of the three Keats brothers, John, George, and Tom, reproduced in color from the original oil paintings; with several other portraits of the poet, an etching of his burial-place, and fac-similes of his handwriting."

WEIDMANN, of Berlin, will shortly publish the first volume of a life of Lessing by Prof. Erich Schmidt.

BLACKWOOD & SONS have in press a volume of essays by George Eliot, which will contain all that the author was willing to have republished of her contributions to periodical literature, and some short essays which have not hitherto been printed. The republished essays were all left by George Eliot ready corrected for the press.

MISS HOGARTH, the surviving executrix of Charles Dickens, has taken measures to prevent the publication in England of Dickens's letters to his solicitor. Miss Hogarth says that Mr. Dickens never intended that those letters should be published. They were preserved by the solicitor as curiosities and were bound in an album with other Dickens memorials. They were sold by the solicitor's executors with the rest of his library, they having no knowledge of their contents.

"CHARACTERIZED by high unbroken mediocrity" is the description which the *Pall Mall Gazette* gives of the literature of the past year. Works of genius, it says, have been less common in England of late years "than at any time for the last century." And yet the records show that 754 more volumes of new issues appeared in 1883 than in 1882, and that the largest actual increase was in belles-lettres and essays, which rose from 92 to 256, while with novels the increase was only 43 volumes. Only one branch showed a falling off. This was poetry and the drama, which stood at 158 in 1882 and fell to 145 in 1883.

## BOOKS WANTED.

*Under the heading "Books Wanted," subscribers are entitled to a free insertion of five lines, exclusive of address, in each issue. Repeated matter, however, must be charged for at the rate of 10 cents per line.*

*In answering, please state edition, condition and price.*

FRANK S. BENSON, BLOOMFIELD, N. J.  
V. 2, Stratford Shakespeare. D. Appleton & Co.

J. B. BISHOP, BOX 794, N. Y.  
Legends of the Rhine.

S. E. BRIDGMAN & CO., NORTHAMPTON, MASS.  
2 English Sonnets by Living Writers, compiled by Sarah Waddington.  
Hegel's Philosophical Works, complete or in part, trans.  
Liebnitz, Nouveaux Essais, or New Essays, translated or any translation.  
Cassell's Child's Illustrated Bible. Cassell, 1 v. 8°. \$3 subs. ed.  
What the Swallows Sang.  
Two College Friends, by Loring.

WILLIAM J. CAMPBELL, PHILADELPHIA.  
Young's American Statesman, five copies.  
Bishop England's works, 5 v., two copies.  
Longfellow's Evangeline, 1st ed., 1847.

H. D. CHAPIN, MADISON AND DEARBORN STS., CHICAGO.  
Harper's Magazine, v. 1, 2, 3, 8, 12, 21, 22, 23, 24, 27, 28, and 66.  
St. Nicholas, April, May, Aug., 1883; Dec., 1873; Feb., 1877.  
Precarious, } Cooper—Townsend ed., 1859-'60.  
Afloat and Ashore, }

ROBERT CLARKE & CO., CINCINNATI.  
Harrington, by O'Connor. Bost., 1860.  
Sporting Scenes and Snudry Sketches, 2 v. N. Y., 1849, by J. Cypress, Jr.  
Hitchcock's Alchemy and Alchemists.  
M. J. DES FORGES, 3 ST. PAUL ST., BALTIMORE, MD.  
Seneca's Morals.  
History St. Ann's Parish. Balt., 1857.  
Clergy in Maryland. Allen.  
Appletons' Cyclopædia.

DODD, MEAD & CO., 755 BROADWAY, N. Y.  
Niles's Weekly Register complete, bound or unbound.  
Bagster, Paragraph Bible, in one thick volume.  
Jack Tier, Townsend ed.  
Dickens, Household ed., green vellum cl.  
Bleak House, 4 v.  
Mutual Friend, 4 v.  
David Copperfield, v. 4.  
Humphrey's Clock, 1 v., and also any other volumes of the set.  
Adèle, by Julia Kavanagh, blue cl.  
Any volume of Talmage's Sermons.  
Twelve Miles from a Lemon.  
Phillips, Horse and Man.  
Heidenmauer. Hurd & H., Riverside ed. of 1872.  
North Wind and Sunshine, seven copies.  
Diaglott Greek New Testament, with interlineary word for word translation.

THOS. W. DURSTON & CO., SYRACUSE, N. Y.  
The Viceroy and the Aristocracy; or, Mexico in 1812.  
A copy Caleb Williams's paper, The Americans and the Aborigines.  
A Campaign in Texas, by Ehrenburg.  
Meunier's Adventures in the Great Hunting Grounds of the World.

ESTES & LAURIAT, BOSTON.  
5 Is She His Wife? } Vest-Pocket ed.  
5 Nightingale's Diary, }  
Gray's Genera of Birds, 3 v., folio.  
2 ea. Aug., 1850, May, 1851, Harper's Magazine.  
Louis Blanc's French Revolution, v. 1.  
Lossing's Life of Philip Schuyler, v. 2.

N. N. GAMMEL, 404 E. CHERRY ST., AUSTIN, TEXAS.  
Laws of Republic of Texas, 1836 to 1845  
Acts of Legislatures, 1st to 10th State of Texas, 1846 to 1860.  
General and Special Laws.

JOHN LINAMAN, 109 N. 6TH ST., ST. LOUIS, MO.  
Life of Lord Cornwallis, by Ross, 3 v. London, 1859.  
Greenleaf's Evidence, v. 1.  
Give dates and price.

JANSEN, MCCLURG & CO., CHICAGO.

V. 1, Memoirs J. Q. Adams, or the set, 12 v.  
Prescott's Works, 15 v. imp. 8°.  
Rockwell, Horse Breaking.  
Griswold, Poets and Poetry of America.  
" Female Poets and Poetry of America.

JOHN MACFARLANE, 134 WOODWARD AV., DETROIT, MICH.  
Harper's Weekly, for 1861-'64, inclusive, any binding or sheets.

DAVID McKAY, 23 S. 9TH ST., PHILA.  
Leaves from Family Journal, by Emil Souvestre.

T. C. McNEILL, PARIS, TENN.  
The London Baptist Confession of Faith.

S. A. MAXWELL & CO., CHICAGO.  
Secret Musée, col. pl.

PICKWICK & CO., 1429 MARKET ST., PHILA.  
Orton's Ameer and Amazons Explorations.  
Wenchett's Sketches of Creation.  
Proud's History of Penn., v. 2.  
Loudon's Indians. Carlyle, 1848, v. 2.

A. D. F. RANDOLPH & CO., N. Y.  
God's Hand in History, by Rev. Hollis Reed.  
Inspiration, by H. B. Smith.  
Fitz Green Halleck, Poems, 1821; 1832.  
R. H. Dana, Poem delivered at Andover, 1839.  
Good prices will be paid for the following:  
The attention of librarians is called to this list.  
Hawthorne..... { English Note-Book, 1870.  
                              { Collected Tales, 1851.  
                              { Pansie, 1864.  
                              { Elements of French Grammar, 1830.  
H. W. Longfellow. { Poems, 1845.  
                              { The Wail, 1845.  
                              { Proverbs Dramatique, 1832.  
                              { Poems, 1837.  
                              { Voices of Freedom, 1841.  
                              { North Star, 1840.  
                              { Poems, 1850.  
J. G. Whittier..... { Literary Remains of I. G. C. Brainerd,  
                              { 1832.  
                              { Moll Pitcher, 1840.  
                              { A Sabbath Scene, 1854.  
                              { National Lyrics, 1865-'6.  
                              { Poems, 1844.  
J. R. Lowell..... { Among My Books, 1870.  
                              { Legend of Brittany, 1844.  
                              { No Love Lost, 1868.  
W. D. Howells.... { Poems of Two Friends, 1860.  
                              { Poems, 1873.  
                              { A Day's Pleasure, 1876.  
                              { Poems, 1863.  
                              { Pampinea, 1861.  
                              { Cloth of Gold, 1874.  
T. B. Aldrich..... { Queen of Sheba, 1877.  
                              { Marjorie Daw, etc. (?)  
                              { Story of a Bad Boy. (?)  
                              { Out of his Head. (?)  
                              { Terpsichore, 1843.  
O. W. Holmes.... { Pages from an Old Volume of Life. (?)  
                              { Mechanism and Morals. (?)  
                              { Berkshire Jubilee. (?)  
E. C. Stedman.... { Poems, 1860.  
                              { Alice of Monmouth, 1864.  
                              { Excursions, Field and Forest, 1863.  
Thoreau..... { Maine Woods, 1864.  
                              { Cape Cod, 1865.  
                              { Early Spring in Mass., 1881.  
                              { Literary Ethics, 1838.  
                              { Nature: an Essay, 1839.  
                              { Three Lectures, 1841.  
R. W. Emerson... { Method of Nature, 1841.  
                              { Man the Reformer, 1841.  
                              { Miscellanies, 1849.  
                              { Poems, 1846.  
W. C. Bryant.... { Poems, 1834; 1846.  
                              { The White-Footed Deer, 1844.  
                              { Poems, 1830.  
                              { Al Araaf, 1829.  
E. A. Poe..... { Tales, 1840.  
                              { Tamerlane, 1827.  
                              { The Raven, 1845.  
                              { Eureka, 1848.

REDHEAD, WELLSLAGER & CO., DES MOINES, IOWA.  
Prevost's Manon Lescant, Eng. trans.  
Any Biography of Lord John Campbell, author of Lives of Lord Chancellors.



## BOOKS WANTED—Continued.

GEO. W. REED & CO., PITTSBURG, PA.  
Encyclopædia Britannica, Scribner's ed., hf. mor., 2 v. 16,  
1 v. 15.

ST. LOUIS (KY.) BOOK AND NEWS CO.  
St. Bartholomew Hospital Reports. Complete set.  
Guy's Hospital Reports.  
Ophthalmic Hospital Reports.

L. W. SCHMIDT, P. O. BOX 1817, N. Y.  
James, Lord Macaulay. N. Y., 1880.  
Thompson, Egyptian Doctrine of a Future State.  
Fossett, Colorado.  
Sotheman, Shelley as a Philosopher.  
Hart, Repertory of New Remedies.  
SCRANTON, WETMORE & CO., ROCHESTER, N. Y.  
Cathcart, The Papal System.  
Map of India and China, Burmah, Siam, Malay Peninsula,  
and Empire of Anam.  
Morris, E. D., Outlines of Lectures on the Christian Doc-  
trine. Lane Theolog. Seminary.  
Waters, Robert, How to Get on in the World. N. Y., J.  
W. Pratt.  
Life of Herschel.  
Noble, Queer House in Rugby Court.  
Cyril Rivers.

GEO. A. SPOONER & BRO., LEAVENWORTH, KAN.  
Tested, by Celia E. Gardner.

E. STEIGER & CO., 25 PARK PLACE, N. Y.  
T. Lay, Claims of Japan and Malaisia upon Christendom,  
New York, 1839.

UNIVERSITY LIBRARY, IOWA CITY, IA.  
De Quincey's Avenger, and Poets and Others. Bost., 1866,  
1853, 2 v.  
Hamilton's Hist. of U. S. in Writings of A. Hamilton.  
Phil., 1864.  
Stephen's War Between the States, v. 2. Nat. Pub. Co.  
North American Review, v. 103.

JORL WHITE, MONTGOMERY, ALA.  
Godwin's Lives of the Necromancers.

WILKINS & ADEV, HOUSTON, TEXAS.  
Wind Whispers, by Virginia Smith, pub. 1853.

CHAS. L. WOODWARD, 78 NASSAU ST., N. Y.  
Pennsylvania Archives, v. 11 and 12.  
Index to Penn. Archives and Colonial Documents.  
Barber's Connecticut.  
Catalogue of Library of Mass. Hist. Society, 2 v.  
Harvard College Library Catalogue.  
Mass. Hist. Soc. Collections, 2d series, v. 9.

## BOOKS FOR SALE.

*Under the heading "Books for Sale," sub-  
scribers will hereafter be charged only 5 cents  
per line for each insertion. No deduction for  
repeated matter.*

*Copy for this department must reach us  
Thursday morning to be in time for insertion  
in same week's issue.*

N. M. MARKS, VERSAILLES, KY.  
Audubon's Birds of America, 7 v., 8°, fine ed., 1840.  
A. M. SMITH, 533 CHESTNUT ST., PHILA.  
Complete set of *Harper's Monthly*, cheap.

## BUSINESS FOR SALE.

THE ELEGANT book-store of J. R. Pigman must be  
sold at once. In a city of twenty-five thousand peo-  
ple, State university, and only one other book-store. A  
splendid location for a good bookman.

Refer to D. Lothrop; Jansen, McClurg & Co.; Dilling-  
ham; Dutton; Lippincott, and trade generally.  
MORTIMER LEVERING, Assignee,  
Lafayette, Ind.

## SITUATION WANTED.

A MAN on the sunny side of middle age, who has been  
in the book business in New York since a boy, and  
has served in all its departments, will be open for an en-  
gagement after February 15. Would like a position as  
manufacturer, home or travelling salesman or manager, or  
in any way where his experience will be useful. No ob-  
jection to Far West or Down East. Reference first-class and  
expectations moderate. Address "BUSINESS," P. O. Box  
1869, New York.

## SPECIAL NOTICES.

MR. ARTHUR D. F. RANDOLPH is this day ad-  
mitted to the firm of ANSON D. F. RANDOLPH & CO.  
NEW YORK, February 1, 1884.

COMPLETE SETS of *Harper's*, *Scribner's*, *Galaxy*,  
*St. Nicholas*, *Lippincott's*, and *Atlantic* magazines,  
bound and in numbers, always on hand; also single numbers.  
*Pick-up orders a specialty.* THEODOR BERENDSOHN, 50  
Fulton St., N. Y.

GERMAN, FRENCH AND LATIN TEXT-BOOKS,  
easy, yet thorough, and consequently most popular.  
Low prices, large discounts to dealers. *Show lots* furnished  
on sale. Correspondence invited. E. STEIGER & CO.,  
New York.

"**AHN'S AMERICAN INTERPRETER  
FOR GERMANS TO LEARN EN-  
GLISH WITHOUT A TEACHER**" has at once  
proved to be a fast selling-book for every bookseller, news  
agent, and canvasser having German customers. This book  
is *very full, practical*, and yet *cheap* (290 p., cloth,  
only 50 cents retail). It *sells in large lots* because it is not  
only for Germans recently immigrated and for laborers,  
factory hands, and other servants, but also for others who  
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